

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, NI

SUBJECT: GAS GATHERING AND UTILIZATION PROJECTS -
----- COMBUSTION ENGINEERING VISIT

REF: (A) STATE 1341)1; (3) LAGOS 5410

1. COMBUSTION ENGINEERING TEAM INCLUDING MARVIN RAMER, EXECUTIVE VICE PRESIDENT OF CE LUMMUS AND PRESIDENT CE RESOURCES DEVELOPMENT SERVICES, AND GENE MORIARTY, VICE PRESIDENT OF COMMERCIAL ACTIVITIES CE LUMMUS WOULD LIKE TO VISIT NIGERIA BEFORE MID-JULY TO FOLLOW UP ON THE GAS GATHERING PROJECT AS WELL AS OTHER OPPORTUNITIES IN THE PETROLEUM REFINING AND PETROCHEMICAL AREA. THEY SUGGEST WEEK OF JULY 7 OR WHENEVER THE AMBASSADOR WOULD BE AVAILABLE TO MEET WITH THEM PRIOR TO AMBASSADOR'S DEPARTURE. IN ADDITION, THEY WISH TO MAKE PRELIMINARY PRESENTATION ON GAS GATHERING TO APPROPRIATE FMG AUTHORITIES AND REQUEST EMBASSY MAKE ARRANGEMENTS AND ACCOMPANY IF POSSIBLE.

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2. OWING TO SHORT TIME, IT IS SUGGESTED EMBASSY MAKE

ARRANGEMENTS AND TEAM WILL TAILOR SCHEDULE TO MEET REQUIREMENTS. CE PREPARED TO LEAVE ON WEEK'S NOTICE. FROM INFORMATION THEY HAVE DEVELOPED, THEY FEEL EARLIEST CONTACT IN NIGERIA ESSENTIAL IN ORDER TO FORMALIZE THEIR EXPRESSIONS

OF INTEREST. THIS VISIT WOULD BE FOLLOWED BY LATER ONES AS DICTATED BY POLITICAL CHANGES AND PROGRESS OF PROJECTS.

3. CE LUMMUS HAS HAD RECENT MEETING IN U.S. WITH COL. WUSISI, MINISTER OF INDUSTRIES, REGARDING PETROCHEMICALS. ANOTHER MEETING WITH HIM MIGHT BE APPROPRIATE AT EMBASSY DISCRETION. MORE IMPORTANTLY, EVEN THOUGH LUMMUS DID HAVE OPPORTUNITY TO MEET BRIEFLY WITH ASIODO IN NEW YORK, A PRESENTATION SHOULD BE MADE TO HIM OR OTHER HIGH LEVEL OFFICIALS AT MMP AS EMBASSY DEEMS APPROPRIATE.

4. SINCE CE HAS BROAD INTEREST AND CAPABILITY, A MEETING WITH EBONG AT MINISTRY ECONOMIC DEVELOPMENT AND RECONSTRUCTION WOULD BE MOST USEFUL. IN VIEW POSSIBILITY EBONG ASSUMING ROLE IN PETROLEUM AREA, MEETING WOULD SERVE DUAL PURPOSE. OTHER MEETINGS MAY BE SCHEDULED AS EMBASSY ADVISES.

5. CE BELIEVES, AND WE AGREE, THAT THEIR VISIT WILL HAVE IMPACT ONLY IF MEETINGS ARE ARRANGED THROUGH THE EMBASSY, WITH STRONG EMBASSY SUPPORT. CE STATES THAT NIGERIA IS THEIR HIGHEST PRIORITY TARGET AT THIS TIME, AND THEY ARE PREPARED TO MAKE ALL-OUT EFFORT TO ESTABLISH THEMSELVES IN THE COUNTRY. AS EMBASSY ALREADY AWARE, CE INFRASTRUCTURE STUDY IN EAST CENTRAL STATE WILL BE SIZABLE CONTRACT AND COMPANY HAS HOPES THIS WILL HELP TO PAVE WAY FOR BUSINESS IN GAS AND OIL SECTOR, WHICH IS THEIR PRIMARY OBJECTIVE. KISSINGER

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